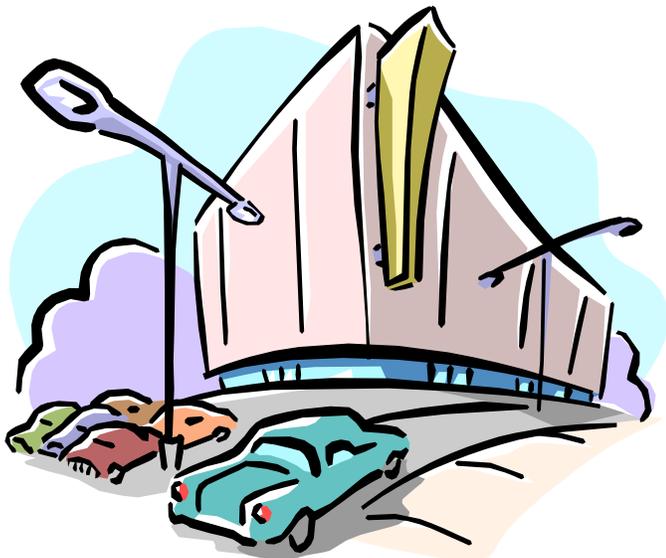


# RETAIL SECTOR



Maryland Department of Labor, Licensing and  
Regulation  
Division of Workforce Development  
Office of Workforce Information and Performance  
1100 N. Eutaw Street, Room 316  
Baltimore, MD 21201

Revised May 2007

## **What is included in the Retail Sector?**

The Retail Sector is comprised of establishments engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. Retailing is the final step in the distribution of goods to consumers. In addition to retailing merchandise, some types of retailers engage in the provision of after-sales services, such as repair and installation. New automobile dealers, electronic and appliance stores and musical instrument stores are included among this group providing product service. In order to focus strategic planning goals, industries within the Retail Sector have been grouped into five categories as follows:

### ***Food and Beverage Stores***

- **4451** Grocery stores
- **4452** Specialty food stores
- **4453** Beer, wine, and liquor stores

### ***Merchandise Stores***

#### **General Merchandise Stores**

- **4521** Department stores
- **4529** Other general merchandise stores

#### **Miscellaneous Retail Stores**

- **4531** Florists
- **4532** Office supplies, stationery, and gift stores
- **4533** Used merchandise stores
- **4539** Other miscellaneous store retailers
  
- **4461** Health and personal care stores

#### **Sporting Goods, Hobby, Book and Music Stores**

- **4511** Sporting goods and musical instrument stores
- **4512** Book, periodical, and music stores

#### **Furniture and Home Furnishing Stores**

- **4421** Furniture stores
- **4422** Home furnishings stores
  
- **4431** Electronics and appliance stores

### ***Motor Vehicles and Related***

- **4411** Automobile dealers
- **4412** Other motor vehicle dealers
- **4413** Auto parts, accessories, and tire stores
  
- **4471** Gasoline stations

### ***Building Material, Garden Equipment and Supplies Dealers***

- **4441** Building material and supplies dealers
- **4442** Lawn and garden equipment and supplies stores

### ***Clothing and Accessories Stores***

- **4481** Clothing stores
- **4482** Shoe stores
- **4483** Jewelry, luggage, and leather goods stores

For additional descriptive information on NAICS, go to [www.census.gov/epcd/naics02/](http://www.census.gov/epcd/naics02/)

This publication was developed using data from the Quarterly Census of Employment and Wages (ES 202), a data series measuring employment covered by the Maryland Unemployment Insurance Law and from the Occupational Employment Statistics (OES) Programs. The employment estimates in this publication exclude self-employment.

**Maryland  
Employment and Wages in the Retail Sector**

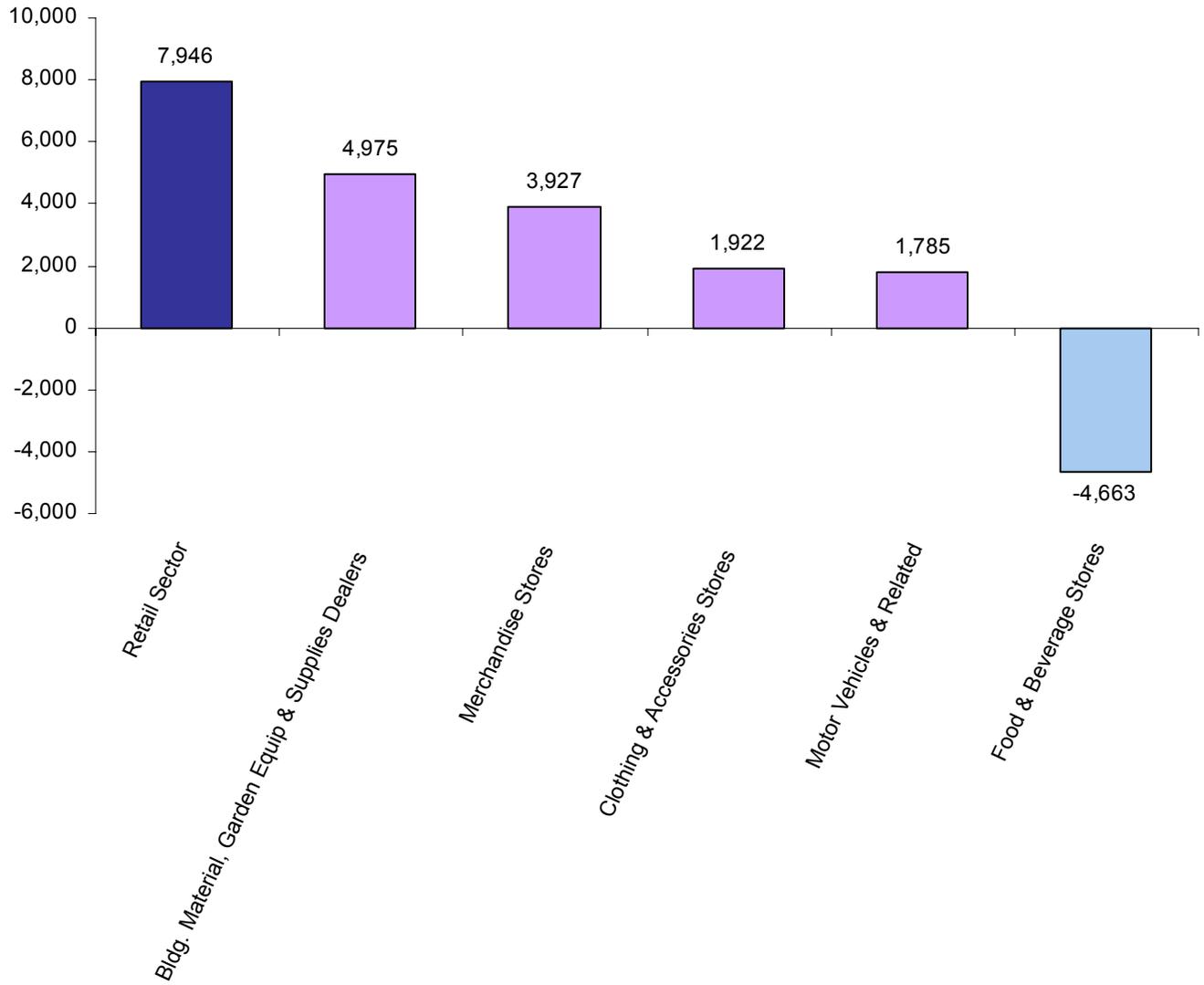
NAICS	Industry Description	Employment		Payroll		Average Weekly Wage 2005	Industry Share of Sector
		2001	2005	2001	2005		
	<b>Retail Sector</b>	<b>284,947</b>	<b>292,893</b>	<b>6,660,600,909</b>	<b>7,701,066,422</b>	<b>\$506</b>	<b>100.0</b>
	<b>Food and Beverage Stores</b>	<b>64,196</b>	<b>59,533</b>	<b>1,399,509,119</b>	<b>1,423,126,457</b>	<b>460</b>	<b>20.3</b>
4451	Grocery stores	53,751	49,382	1,178,982,720	1,188,966,819	463	16.9
4452	Specialty food stores	4,644	4,771	102,803,165	116,832,764	471	1.6
4453	Beer, wine & liquor stores	5,801	5,380	117,723,234	117,326,874	419	1.8
	<b>Merchandise Stores</b>	<b>124,312</b>	<b>128,239</b>	<b>2,610,593,407</b>	<b>3,065,427,375</b>	<b>460</b>	<b>43.8</b>
	<b>General Merchandise Stores</b>						
4521	Department stores	39,402	40,328	626,531,236	739,954,186	353	13.8
4529	Other general merchandise stores	11,326	13,925	211,715,046	296,133,659	409	4.8
	<b>Miscellaneous Retail Stores</b>						
4531	Florists	2,617	2,303	40,473,880	38,702,436	323	0.8
4532	Office supplies, stationery & gift stores	8,332	7,954	189,188,593	194,622,187	471	2.7
4533	Used merchandise stores	3,171	3,259	50,649,987	60,927,557	360	1.1
4539	Other miscellaneous store retailers	5,441	5,667	99,880,694	112,003,549	380	1.9
4461	<b>Health and Personal Care Stores</b>	18,061	17,194	436,890,512	532,538,370	596	5.9
	<b>Sporting Goods, Hobby, Book and Music Stores</b>						
4511	Sporting gds, hobby & musical instr. stores	9,315	9,229	155,616,130	184,860,134	385	3.2
4512	Books, periodical & music stores	4,965	4,467	81,108,061	84,138,010	362	1.5
	<b>Furniture and Home Furnishing Stores</b>						
4421	Furniture stores	5,910	6,765	187,017,715	233,200,108	663	2.3
4422	Home furnishing stores	5,304	5,721	141,756,580	176,886,725	595	2.0
4431	<b>Electronics and Appliance Stores</b>	10,468	11,427	389,764,973	411,460,454	693	3.9
	<b>Motor Vehicles and Related</b>	<b>48,340</b>	<b>50,125</b>	<b>1,644,893,444</b>	<b>1,875,824,857</b>	<b>720</b>	<b>17.1</b>
4411	Automobile dealers	25,643	27,967	1,131,155,434	1,306,537,589	898	9.5
4412	Other motor vehicle dealers	2,429	2,957	78,203,928	107,085,228	696	1.0
4413	Auto parts, accessories & tire stores	8,292	8,349	225,759,707	253,179,259	583	2.9
4471	<b>Gasoline Stations</b>	11,976	10,852	209,774,375	209,022,781	370	3.7
	<b>Building Material, Garden Equipment and Supplies Dealers</b>	<b>20,279</b>	<b>25,254</b>	<b>558,722,149</b>	<b>822,112,903</b>	<b>626</b>	<b>8.6</b>
4441	Building material & supplies dealers	16,957	22,324	488,813,186	744,074,299	641	7.6
4442	Lawn, garden equip. & supplies stores	3,322	2,930	69,908,963	78,038,604	512	1.0
	<b>Clothing and Accessories Stores</b>	<b>27,820</b>	<b>29,742</b>	<b>446,882,790</b>	<b>514,574,830</b>	<b>333</b>	<b>10.2</b>
4481	Clothing stores	19,948	21,703	293,046,744	337,643,772	299	7.4
4482	Shoe stores	4,335	4,563	67,228,764	79,382,016	335	1.6
4483	Jewelry, luggage & leather goods stores	3,537	3,476	86,607,282	97,549,042	540	1.2

- Performance in the Retail Sector was relatively muted in the early part of the decade. The economic slowdown during the 2001-2003 period, coupled with reorganizations/closings among multiple merchandise retailers, dampened the pace of job generation in the sector. Growth in retail trade was limited to less than 1% through 2003, yielding a net gain of just 429 jobs in the sector.
- Movements in retail's subsectors were, however, mixed over this period. In the motor vehicle and building material subsectors, expansion continued without interruption, helping to downplay declines elsewhere in the sector. Building material and supplies dealers - a feeder industry for construction - turned in the best performance, adding about 2,031 jobs. Expansion in Howard County accounted for 30% of this upturn.
- The pace of job generation picked up during the latter part of 2003 and continued into 2005. Just over 7,500 jobs were added to the sector from 2003 through 2005. Employment in food and beverage stores, however, continued to decline. Within the subsector, declines in grocery stores were the most pronounced. About 5 out of every 10 jobs lost were in Montgomery County.

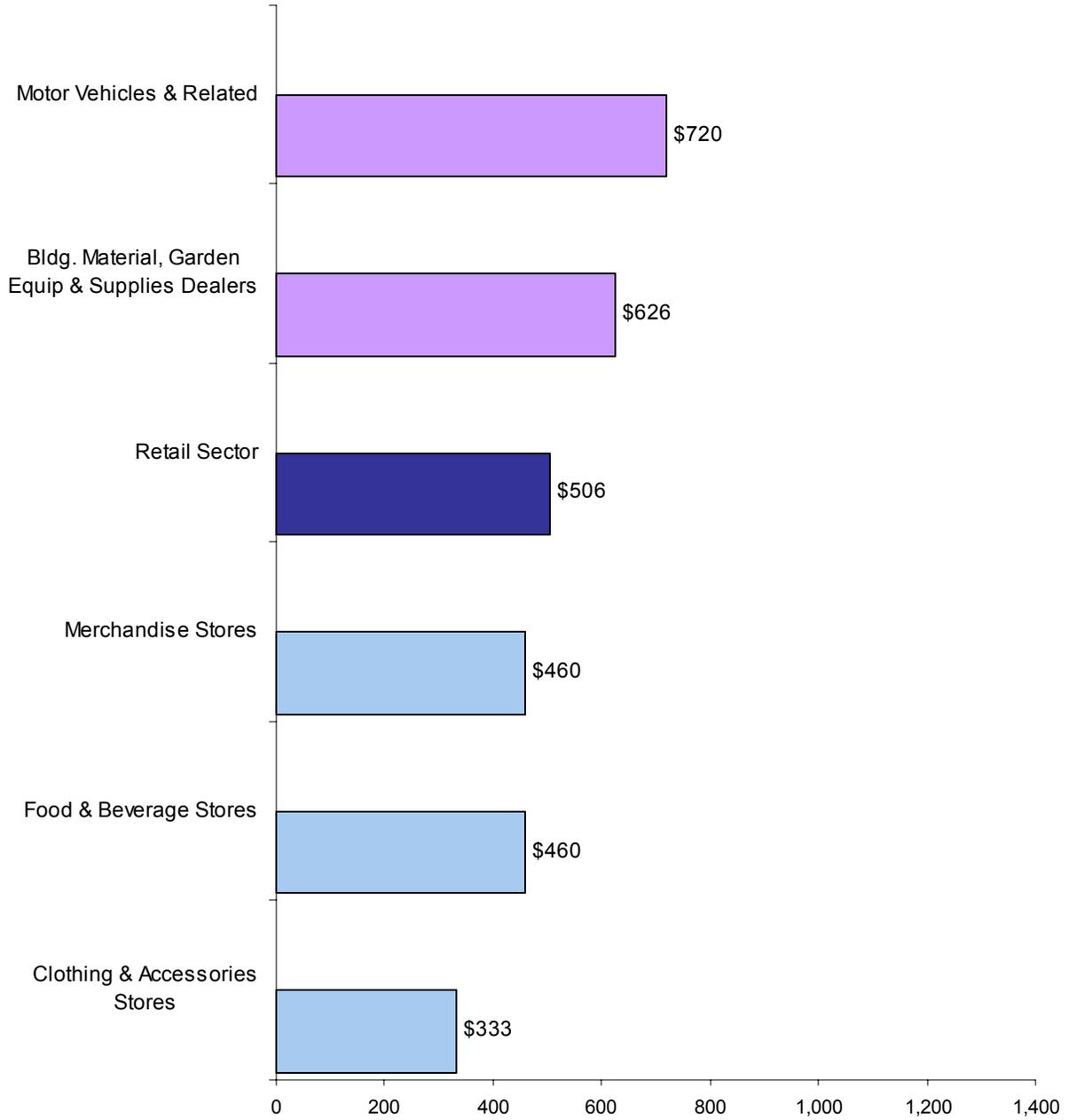
**Maryland**  
**Employment in the Retail Sector**  
**2001 - 2005**

NAICS	Industry Description	Employment				
		2001	2002	2003	2004	2005
	<b>Retail Sector</b>	<b>284,947</b>	<b>284,549</b>	<b>285,376</b>	<b>288,907</b>	<b>292,893</b>
	<b>Food and Beverage Stores</b>	<b>64,196</b>	<b>63,393</b>	<b>62,409</b>	<b>61,906</b>	<b>59,533</b>
4451	Grocery stores	53,751	52,956	52,622	51,835	49,382
4452	Specialty food stores	4,644	4,406	4,317	4,630	4,771
4453	Beer, wine & liquor stores	5,801	6,031	5,470	5,441	5,380
	<b>Merchandise Stores</b>	<b>124,312</b>	<b>121,757</b>	<b>122,353</b>	<b>124,401</b>	<b>128,239</b>
	<b>General Merchandise Stores</b>					
4521	Department stores	39,402	38,769	37,643	38,113	40,328
4529	Other general merchandise stores	11,326	12,003	12,687	13,406	13,925
	<b>Miscellaneous Retail Stores</b>					
4531	Florists	2,617	2,551	2,484	2,388	2,303
4532	Office supplies, stationery & gift stores	8,332	8,086	8,075	7,898	7,954
4533	Used merchandise stores	3,171	3,164	3,063	2,987	3,259
4539	Other miscellaneous store retailers	5,441	5,679	5,917	6,052	5,667
4461	<b>Health and Personal Care Stores</b>	18,061	16,081	16,321	16,709	17,194
	<b>Sporting Goods, Hobby, Book and Music Stores</b>					
4511	Sporting gds, hobby & musical instr. stores	9,315	9,222	9,178	8,788	9,229
4512	Books, periodical & music stores	4,965	4,835	4,701	4,723	4,467
	<b>Furniture and Home Furnishing Stores</b>					
4421	Furniture stores	5,910	6,134	6,423	6,680	6,765
4422	Home furnishing stores	5,304	4,992	5,367	5,672	5,721
4431	<b>Electronics and Appliance Stores</b>	10,468	10,241	10,494	10,985	11,427
	<b>Motor Vehicles and Related</b>	<b>48,340</b>	<b>49,562</b>	<b>50,328</b>	<b>50,347</b>	<b>50,125</b>
4411	Automobile dealers	25,643	26,668	27,443	27,868	27,967
4412	Other motor vehicle dealers	2,429	2,539	2,609	2,812	2,957
4413	Auto parts, accessories & tire stores	8,292	8,605	8,682	8,390	8,349
4471	<b>Gasoline Stations</b>	11,976	11,750	11,594	11,277	10,852
	<b>Building Material, Garden Equipment and Supplies Dealers</b>	<b>20,279</b>	<b>22,310</b>	<b>22,836</b>	<b>23,948</b>	<b>25,254</b>
4441	Building material & supplies dealers	16,957	19,142	19,669	20,713	22,324
4442	Lawn, garden equip. & supplies stores	3,322	3,168	3,167	3,235	2,930
	<b>Clothing and Accessories Stores</b>	<b>27,820</b>	<b>27,527</b>	<b>27,450</b>	<b>28,305</b>	<b>29,742</b>
4481	Clothing stores	19,948	19,663	19,620	20,375	21,703
4482	Shoe stores	4,335	4,331	4,293	4,419	4,563
4483	Jewelry, luggage & leather goods stores	3,537	3,533	3,537	3,511	3,476
<b>Retail Sector Employment Changes</b>		<b>Change</b>	<b>2001-2002</b>	<b>2002-2003</b>	<b>2003-2004</b>	<b>2004-2005</b>
		<b>Number</b>	-398	827	3,531	3,986
		<b>Percent</b>	-0.1%	0.3%	1.2%	1.4%

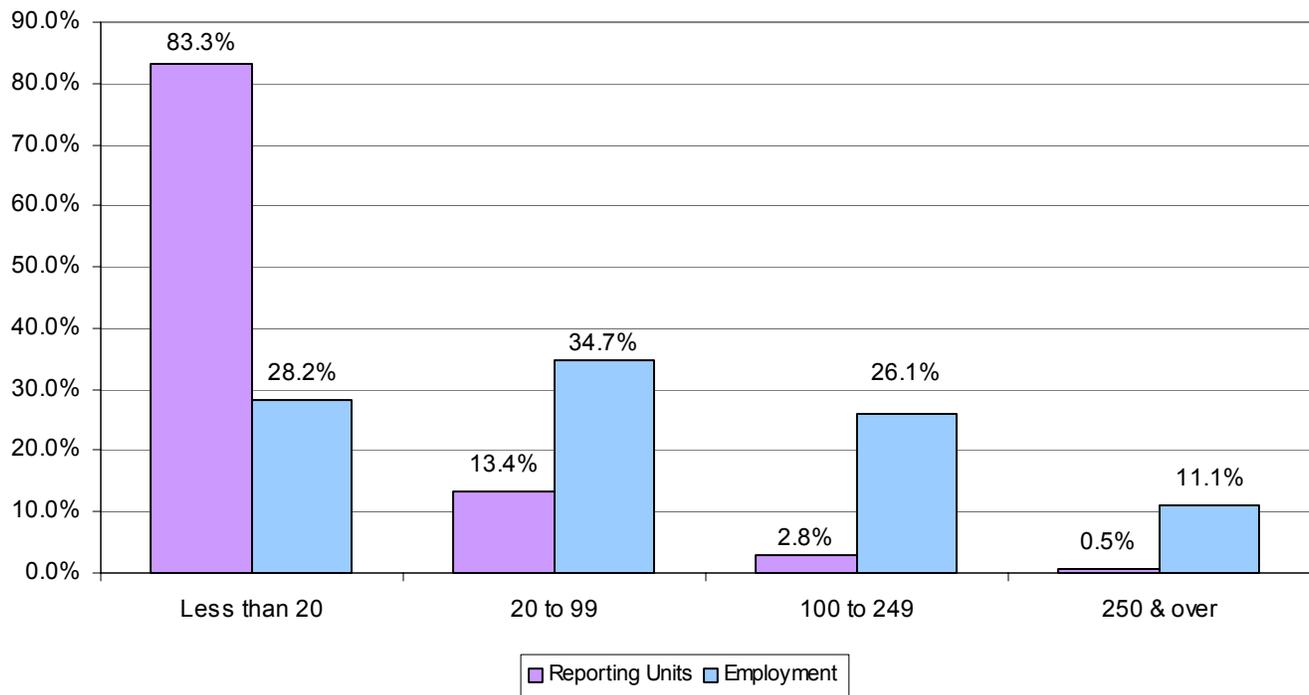
**Maryland  
Employment Changes in Retail Subsectors  
2001 - 2005**



**Maryland**  
**Average Weekly Wages in Retail Subsectors**  
**2005**



**Reporting Units\* and Employment Concentration in the Retail Sector  
by Size Class  
Based on 4th Quarter 2005 Average Employment**

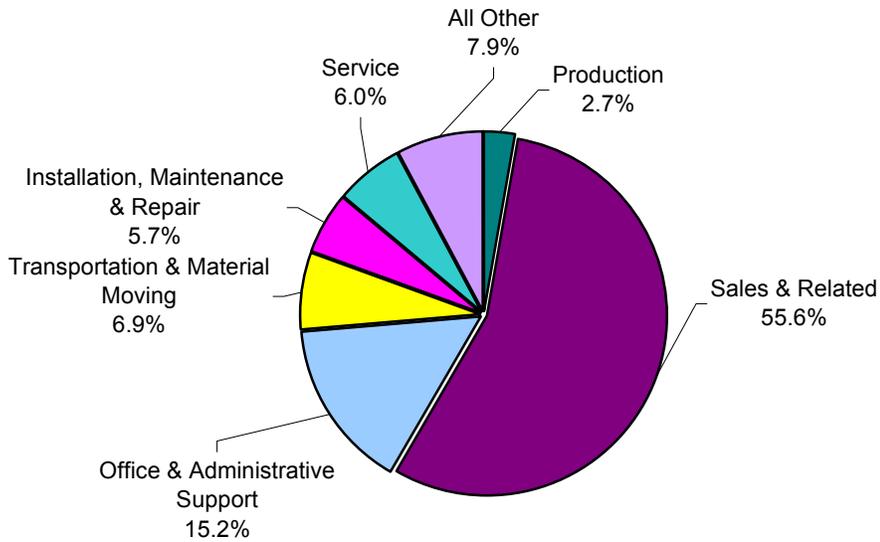


	Reporting Units*				Employment			
	Less than 20	20 to 99	100 to 249	250 & over	Less than 20	20 to 99	100 to 249	250 & over
Retail Sector	15,509	2,494	524	96	84,999	104,717	78,732	33,387
Percent of Total	83.3%	13.4%	2.8%	0.5%	28.2%	34.7%	26.1%	11.1%

- Just over 18,600 establishments made up the Retail Sector during the 4th quarter of 2005. About 8 out of every 10 business sites in the sector employed fewer than 20 workers. Grocery stores, gasoline stations and health and personal stores were the most predominant employers in this size class, collectively accounting for just over a fourth of all small business locations.
- Grocery store employers were not only dominant in the small employer category, but, also among businesses employing 20-99 workers and 100-249 workers, accounting for 17.4% and 27.5% of all business locations, respectively. Among those employers with 250+ workers, department stores held the highest share of business locations, at 64.6%.
- Within the sector, the largest employment share, at 34.7%, was among mid-sized employers (20 to 99 workers). Employment in this size class was dominated by grocery stores, auto dealers and clothing stores. About 6 out of every 10 jobs this in size class were centered in Anne Arundel, Baltimore, Montgomery and Prince George's counties.

\* Refers to a single physical business location

**Retail Sector  
Employment Distribution  
by Occupational Group**



**Projected Employment Changes in the Retail Sector  
by Occupational Group  
2004 - 2014**

Occupational Group	Employment		
	2004	2014	Change
Sales & Related Occupations	163,817	180,035	16,218
Office & Administrative Support	44,704	45,728	1,024
Transportation & Material Moving	20,337	22,574	2,237
Installation, Maintenance & Repair	16,625	18,648	2,023
Service	17,728	21,094	3,366
Production	8,041	9,189	1,148
All Other	23,163	28,056	4,893

**Maryland  
Occupational Staffing in the Retail Sector\***

Occupational Code	Occupation	% of Total Retail Sector Employment 2004 Estimate
41-2031	Retail Salespersons	26.22
41-2011	Cashiers	19.56
43-5081	Stock Clerks & Order Fillers	6.98
41-1011	First Line Supv./Mgrs. of Retail Sales Workers	6.52
49-3023	Automotive Service Technicians & Mechanics	2.79
53-7062	Laborers & Freight, Stock, & Material Movers, Hand	2.41
11-1021	General & Operations Managers	1.69
53-3033	Truck Drivers, Light or Delivery Services	1.41
35-3021	Combined Food Prep. & Serving Wkrs., Incl. Fast Food	1.36
43-4051	Customer Service Representatives	1.36
43-9061	Office Clerks, General	1.24
35-2021	Food Preparation Workers	1.18
41-2021	Counter & Rental Clerks	1.13
43-5071	Shipping, Receiving, & Traffic Clerks	1.09
29-2052	Pharmacy Technicians	1.05
43-1011	First Line Supv./Mgrs. of Office & Admin. Support Wkrs.	0.97
43-3031	Bookkeeping, Accounting, & Auditing Clerks	0.97
29-1051	Pharmacists	0.89
41-2022	Parts Salespersons	0.88
53-7061	Cleaners of Vehicles & Equipment	0.64
53-7064	Packers & Packagers, Hand	0.63
37-2011	Janitors/Cleaners, Except Maids & Housekeeping Clnrs.	0.62
51-3021	Butchers & Meat Cutters	0.54
35-3022	Counter Att., Cafeteria, Food Concession & Coffee Shop	0.50
49-1011	First Line Supv./Mgrs. of Mechanics, Installers & Repairers	0.50

\*These estimates are exclusive to the Retail Sector.

Nearly 244,700 jobs, or about 83% of all employment in the Retail Sector, is in the above-referenced occupations. Within the sector, worker concentration is highest in occupations classified in the sales category. Employment among the top occupations of retail salespersons, cashiers, retail supervisors, counter and rental clerks and parts salespersons, when combined, accounts for about 54% of the staffing in the Retail Sector.

**Occupational Coding Legend**

- 11 Management Occupations
- 29 Healthcare Practitioner & Technical Occupations
- 35 Food Preparation & serving-Related Occupations
- 37 Building & Ground Cleaning & Maintenance Occupations

**Maryland**  
**Occupations in the Retail Sector with the Largest Anticipated Employment Changes**  
**2004 - 2014**

Occupation	Employment			Educ. Code	Median Annual Wage
	2004	2014	Change 2004-2014		
Retail Salespersons	77,208	89,720	12,512	C	\$18,654
First Line Supv./Mgrs. of Retail Sales Workers	19,189	20,699	1,510	C	36,126
Automotive Service Technicians & Mechanics	8,213	9,256	1,043	B	35,320
Cashiers	57,577	58,546	969	C	17,551
Pharmacy Technicians	3,097	4,057	960	C	26,966
Food Preparation Workers	3,481	4,430	949	C	18,357
Customer Service Representatives	4,001	4,942	941	C	31,028
General & Operations Managers	4,961	5,803	842	A	88,770
Counter & Rental Clerks	3,326	4,125	799	C	23,931
Combined Food Prep. & Serving Wkrs., Incl. Fast Food	4,008	4,754	746	C	15,299
Pharmacists	2,619	3,328	709	A	89,208
Truck Drivers, Light or Delivery Services	4,150	4,821	671	C	26,259
Laborers & Freight, Stock, & Material Movers, Hand	7,110	7,718	608	C	22,298
Janitors/Cleaners, Except Maids & Housekeeping Clnrs.	1,828	2,186	358	C	18,904
Sales Managers	1,395	1,730	335	A	91,493
Packers & Packagers, Hand	1,852	2,178	326	C	19,766
Shipping, Receiving, & Traffic Clerks	3,218	3,520	302	C	26,896
First Line Supv./Mgr. Of Administrative & Office Workers	2,853	3,140	287	C	45,788
Bakers	1,038	1,323	285	C	24,978
First Line Supv./Mgrs. Of Food Prep. & Serving Workers	1,084	1,365	281	C	29,807
Counter Att., Cafeteria, Food Concession & Coffee Shop	1,461	1,734	273	C	17,258
First Line Supv./Mgrs. of Mechanics, Installers & Repairers	1,465	1,731	266	C	55,303
Butchers & Meat Cutters	1,590	1,833	243	C	33,066
General Office Clerks	3,652	3,868	216	C	26,550
Meat, Poultry & Fish Cutters & Trimmers	769	979	210	C	25,738

Employment estimates by occupation are specific to the Retail Sector industries

Wages adjusted to reflect inflationary pressures through September 2006.

Education codes:

- A - Bachelor's degree or higher
- B - Postsecondary award or associate degree
- C - High school or less

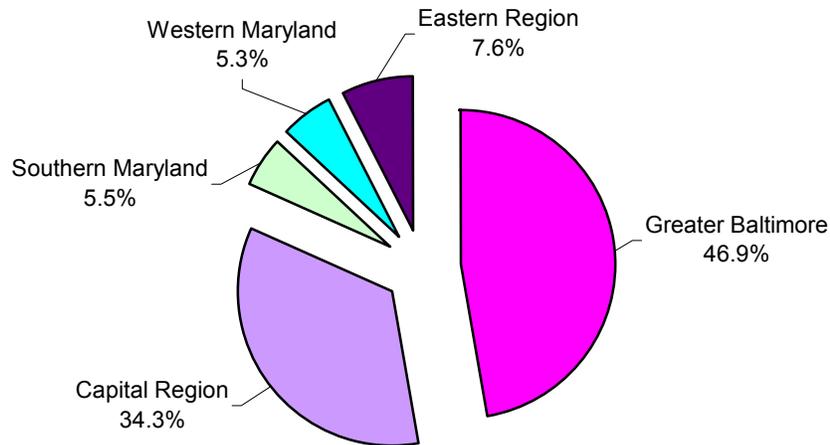
**Employment and Wages in the Retail Sector  
By Economic Development Regions**

Region	Employment		Employment Change 2001 - 2005	Number of Reporting Units* 2005	Total Wages 2005	Average Weekly Wage 2005
	2001	2005				
<b>Maryland</b>	<b>284,947</b>	<b>292,893</b>	<b>7,946</b>	<b>18,763</b>	<b>\$7,701,066,422</b>	<b>\$506</b>
Greater Baltimore	134,060	137,402	3,342	8,758	3,606,885,958	505
Capital Region	99,204	100,562	1,358	5,739	2,810,535,132	537
Southern Maryland	13,961	15,969	2,008	955	373,423,208	450
Western Maryland	14,577	15,554	977	1,056	328,544,829	406
Eastern Region	21,117	22,123	1,006	1,896	486,799,576	423
Nondistributable**	2,028	1,283	-745	359	94,877,719	1,422

\* Refers to a single physical business location

\*\* Data in all Retail Sector industries that cannot be assigned to a specific geographic location

**Employment Distribution in the Retail Sector  
by Economic Development Regions**

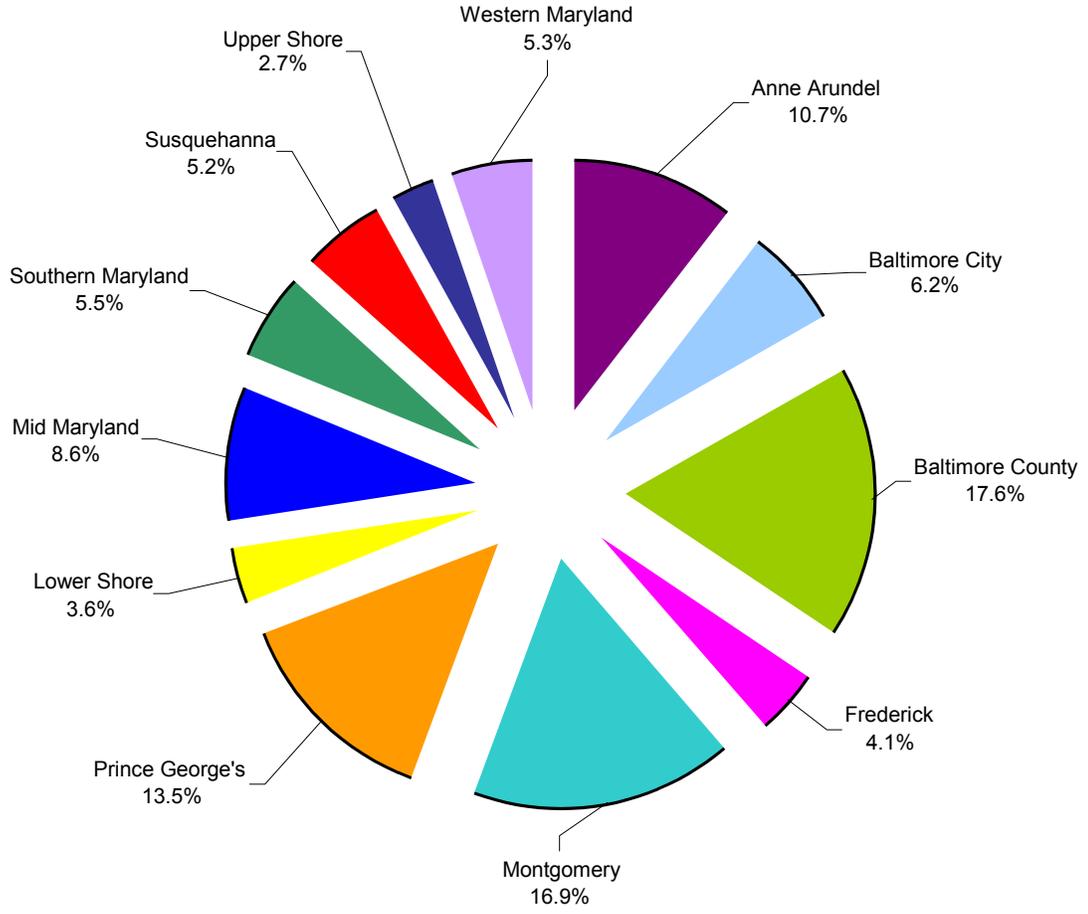


**Employment and Wages in the Retail Sector  
By Workforce Area and by Local Jurisdictions**

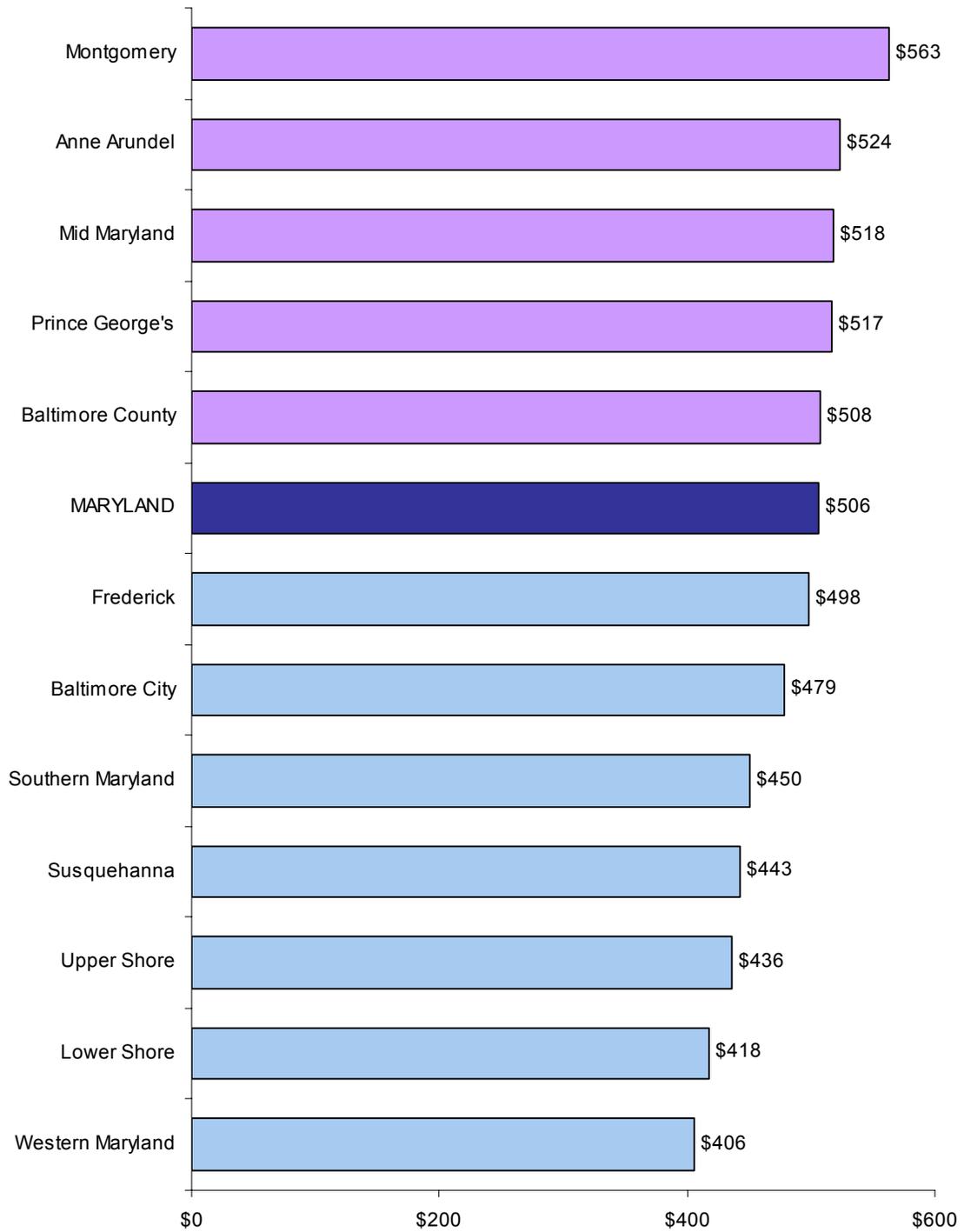
WIA	Employment		Employment Change 2001 - 2005	Number of Reporting Units* 2005	Total Wages 2005	Average Weekly Wage 2005
	2001	2005				
<b>Anne Arundel</b>	<b>28,332</b>	<b>31,147</b>	<b>2,815</b>	<b>1,822</b>	<b>\$849,087,412</b>	<b>\$524</b>
<b>Baltimore City</b>	<b>19,641</b>	<b>18,231</b>	<b>-1,410</b>	<b>1,975</b>	<b>453,686,373</b>	<b>479</b>
<b>Baltimore County</b>	<b>50,381</b>	<b>51,226</b>	<b>845</b>	<b>2,867</b>	<b>1,352,721,531</b>	<b>508</b>
<b>Frederick</b>	<b>10,408</b>	<b>11,885</b>	<b>1,477</b>	<b>701</b>	<b>307,871,460</b>	<b>498</b>
<b>Montgomery</b>	<b>50,592</b>	<b>49,327</b>	<b>-1,265</b>	<b>2,799</b>	<b>1,444,260,587</b>	<b>563</b>
<b>Prince George's</b>	<b>38,204</b>	<b>39,350</b>	<b>1,146</b>	<b>2,239</b>	<b>1,058,403,085</b>	<b>517</b>
<b>Lower Shore</b>	<b>9,811</b>	<b>10,513</b>	<b>702</b>	<b>866</b>	<b>228,430,434</b>	<b>418</b>
Somerset	391	409	18	67	7,265,445	342
Wicomico	5,849	6,648	799	398	145,061,094	420
Worcester	3,571	3,456	-115	401	76,103,895	423
<b>Mid Maryland</b>	<b>24,677</b>	<b>25,167</b>	<b>490</b>	<b>1,386</b>	<b>677,427,023</b>	<b>518</b>
Carroll	6,576	7,715	1,139	540	174,875,133	436
Howard	18,101	17,452	-649	846	502,551,890	554
<b>Southern Maryland</b>	<b>13,961</b>	<b>15,969</b>	<b>2,008</b>	<b>955</b>	<b>373,423,208</b>	<b>450</b>
Calvert	2,338	2,620	282	202	63,804,232	468
Charles	7,593	8,880	1,287	475	214,916,969	465
St Mary's	4,030	4,469	439	278	94,702,007	408
<b>Susquehanna</b>	<b>14,350</b>	<b>15,329</b>	<b>979</b>	<b>980</b>	<b>352,840,047</b>	<b>443</b>
Cecil	3,321	3,698	377	272	78,876,428	410
Harford	11,029	11,631	602	708	273,963,619	453
<b>Upper Shore</b>	<b>7,985</b>	<b>7,912</b>	<b>-73</b>	<b>758</b>	<b>179,492,714</b>	<b>436</b>
Caroline	1,213	1,063	-150	104	24,324,452	440
Dorchester	1,123	1,056	-67	116	22,855,604	416
Kent	757	746	-11	94	13,916,350	359
Queen Anne's	2,128	2,194	66	198	50,581,693	443
Talbot	2,764	2,853	89	246	67,814,615	457
<b>Western Maryland</b>	<b>14,577</b>	<b>15,554</b>	<b>977</b>	<b>1,056</b>	<b>328,544,829</b>	<b>406</b>
Allegany	3,957	3,960	3	303	70,542,460	343
Garrett	1,770	1,773	3	140	33,146,459	360
Washington	8,850	9,821	971	613	224,855,910	440
<b>Nondistributable**</b>	<b>2,028</b>	<b>1,283</b>	<b>-745</b>	<b>359</b>	<b>94,877,719</b>	<b>1,422</b>
<b>Maryland</b>	<b>284,947</b>	<b>292,893</b>	<b>7,946</b>	<b>18,763</b>	<b>7,701,066,422</b>	<b>506</b>

\* Refers to a single physical business location

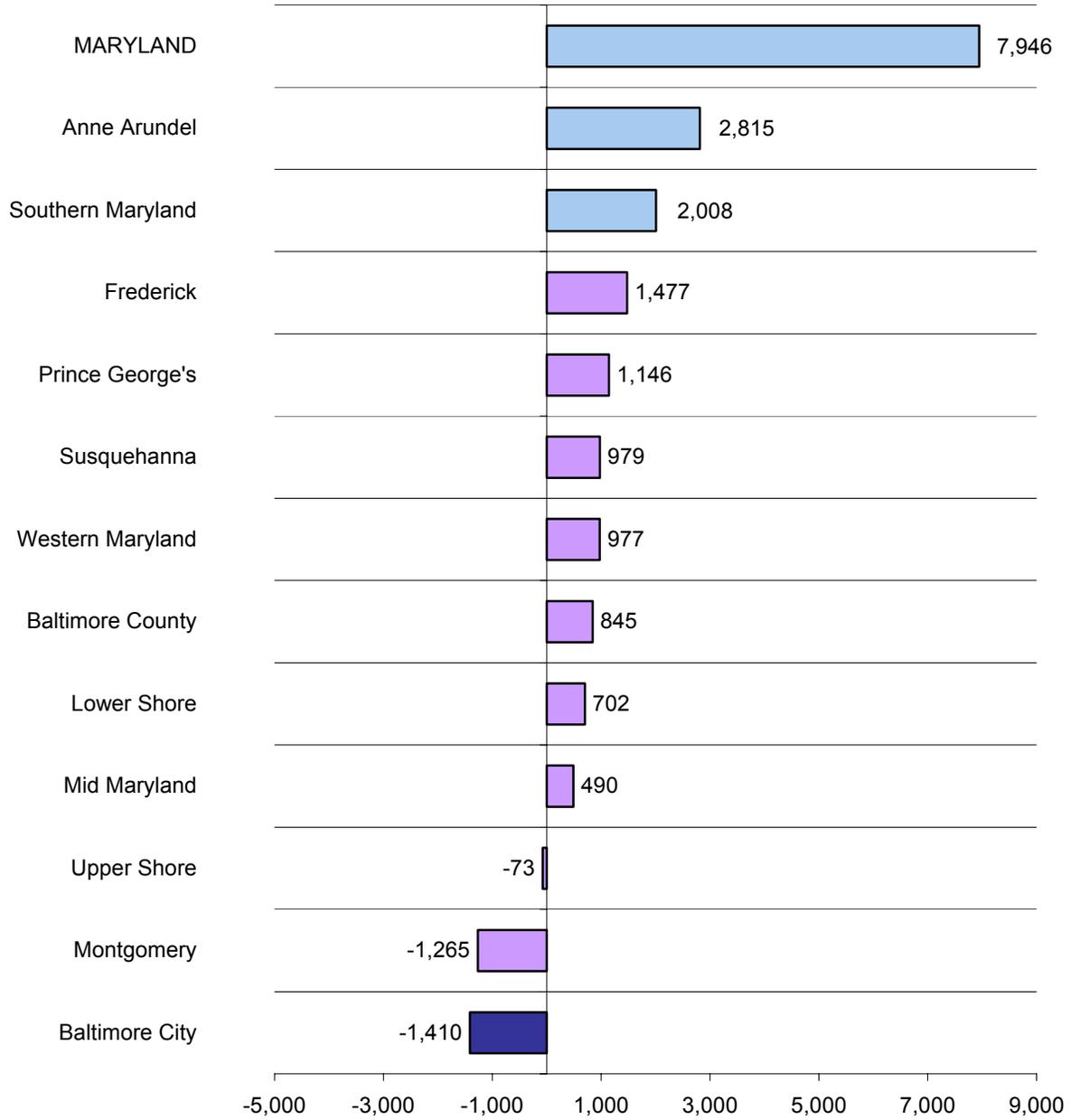
**Retail Sector  
Employment Distribution by  
Workforce Area  
2005**



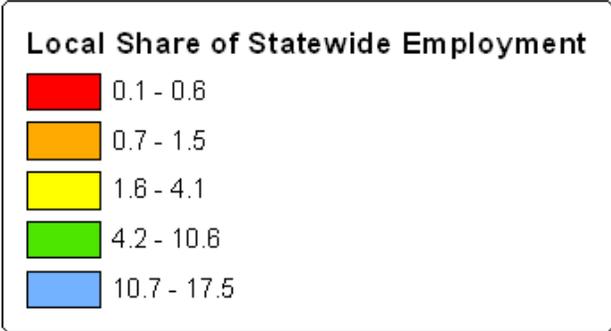
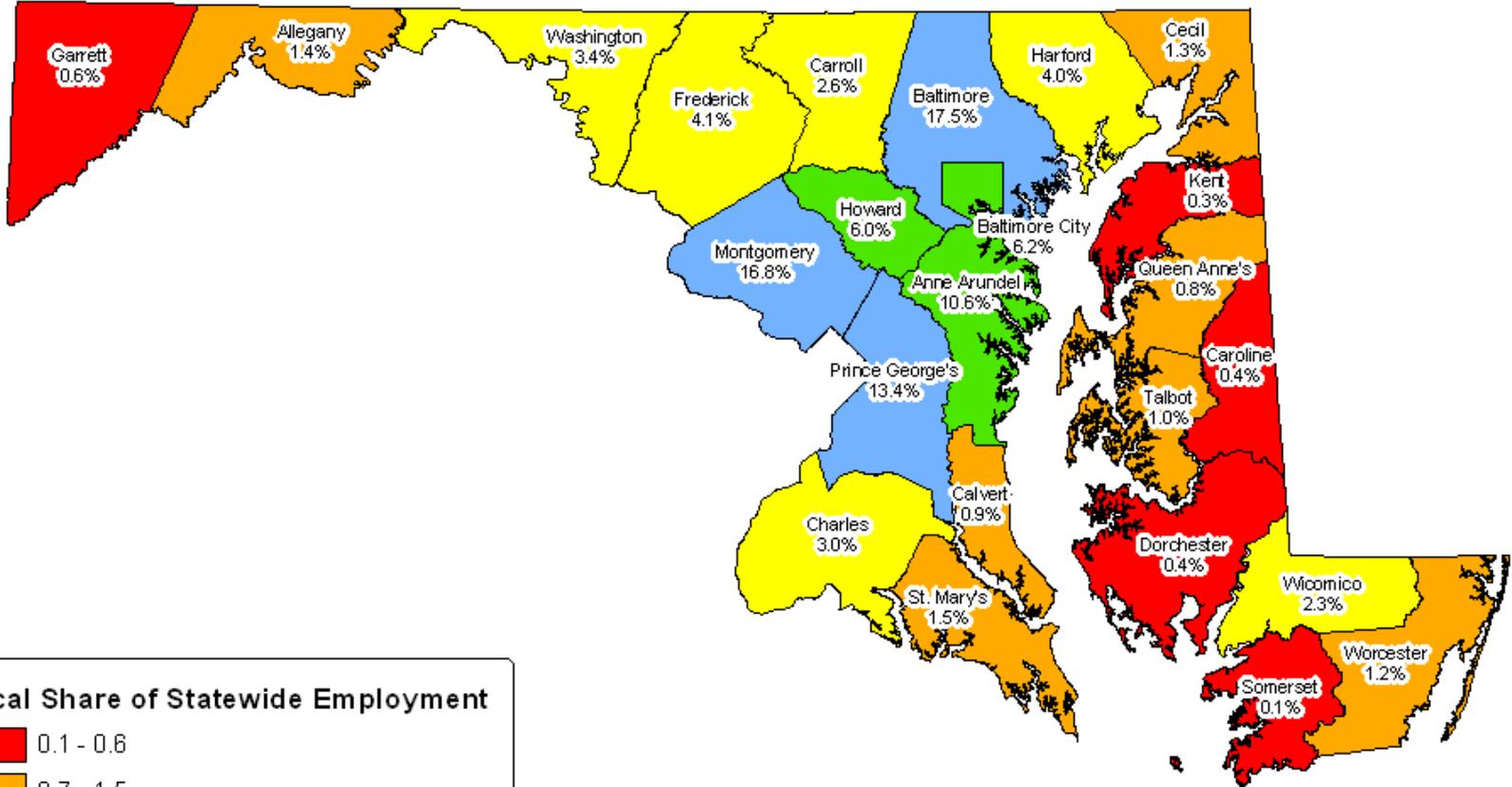
**Average Weekly Wages in the Retail Sector by Workforce Area  
2005**



### Employment Changes in the Retail Sector by Workforce Area 2001- 2005



# Local Share of Statewide Employment in the Retail Sector 2005



# Average Weekly Wage in the Retail Sector 2005

